

## Message Text

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PAGE 01 MOSCOW 16176 050326Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 TRSE-00 CIAE-00 INR-07

NSAE-00 L-03 CA-01 VO-03 CU-04 /039 W  
-----077650 051848Z /15

R 041600Z NOV 77

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 4204

USDOC WASHDC

INFO AMEMBASSY BELGRADE

AMCONSUL LENINGRAD

LIMITED OFFICIAL USE MOSCOW 16176

BELGRADE FOR CSCE DELEGATION

E.O. 11652: N/A

TAGS: EEWHT, UR

SUBJECT: BUSINESS FACILITATION

REF: STATE 262635 (NOTAL)

1. VERY MUCH APPRECIATE REFTEL, WHICH ARRIVED JUST IN TIME  
TO DRAW ON IN BRIEFING RESIDENT US BUSINESSMEN AT USCO  
BREAKFAST MEETING NOVEMBER 4 ON ACTIONS WHICH USG IS TAKING  
IN SUPPORT OF THEIR OWN EFFORTS TO IMPROVE BUSINESS CONDITIONS.

2. DURING SESSION WE DISCUSSED DRAFT MODEL CONTRACT FOR  
ON-SITE CONSTRUCTION PROJECTS WHICH LOCAL BUSINESSMEN HAVE  
BEEN DRAFTING WITH OUR ASSISTANCE. WE ARE POUCHING A COPY  
OF PRESENT DRAFT TO EUR/SOV (EDGAR) AND WOULD WELCOME  
COMMENTS OF WASHINGTON AGENCIES ASAP. (OUR TARGET IS TO  
HAVE ALL COMMENTS ON HAND BY EARLY DECEMBER.) PRESENT  
DRAFT DOES NOT ENJOY OUR FULL ENDORSEMENT AS YET AS IT  
INCLUDES TOO MANY CONCESSIONS TO SOVIETS WHICH WE TEND TO  
FEEL SHOULD BE USED AS BARGAINING CHIPS. ONCE WE HAVE  
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MODEL CONTRACT, WE HOPE TO WIN SOME SORT OF MFT  
ACKNOWLEDGEMENT. WE WOULD ENVISION SUBSEQUENT REGULAR  
VISITS TO ON-SITE CONSTRUCTION PROJECTS BY EMBASSY/USCO  
OR CONSULATE OFFICERS TO ENSURE COMPLIANCE WITH CONTRACT.  
VIOLATIONS WOULD BE RAISED WITH MFT PROTOCOL, OR HIGHER  
IF NECESSARY.

3. THERE ARE INDICATIONS THAT OUR COMBINED APPROACH IN WASHINGTON AND MOSCOW IS HAVING SAME SELECTIVE POSITIVE RESULTS FOR US BUSINESSMEN HERE. IN ADDITION TO CRAWFORD CASE PREVIOUSLY REPORTED, WE WERE INFORMED NOVEMBER 4 THAT JOHNSON OF INGERSOLL-RAND HAS JUST RECEIVED APARTMENT (HE WAS A "DIVIDED FAMILY," WITH WIFE RESIDING IN VIENNA THIS PAST YEAR). SAM ESOURCE (ALLIS-CHALMERS REPRESENTATIVE) WAS TOLD BY SOVIET FOREIGN TRADE ORGANIZATION THAT IT HAD REDUCED FROM 21 TO 14 DAYS THE TIME REQUIRED FOR ISSUANCE OF VISA SUPPORT STATEMENT FOR US BUSINESS VISITORS. (COMMENT: WE BELIEVE THAT VISA SUPPORT STATEMENTS ARE NORMALLY ISSUED BY FTO'S IN LESS THAN 14 DAYS, BUT WE ASSUME SOVIETS WILL USE THIS INDICATED CHANGE AS GROUNDS FOR ASKING US TO RECIPROCATE).

4. WE ALSO USED OCCASION TO INFORM BUSINESSMEN OF INTEREST OF SOVIET MANAGEMENT SPECIALISTS IN HAVING US BUSINESSMEN ADDRESS SOVIET TRAINING OR UNIVERSITY CLASSES (WE WILL REPORT ADDITIONAL DETAILS BY SEPTEL). RESPONSE WAS FAVORABLE, AND WE MAY PUSH TO HAVE "PANEL" OF SEVERAL RESIDENT BUSINESSMEN (INCLUDING BANKER) LEAD OFF. (WE ARE NOT SURPRISED THAT MRKTUMOV SEEMED TO KNOW LITTLE OF CASE STUDY COOPERATION ((REFTEL, PARA 14)), AS INITIATIVE HAS COME FROM SOVIET ACADEMICIANS. INDEED ACADEMICIAN IN QUESTION TEACHES MANAGEMENT TO EMPLOYEES OF PRODUCTION MINISTRIES; HIS INSTITUTE ((PLEKHANOV)) THUS STANDS IN LIMITED OFFICIAL USE

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SOME SORT OF COMPETITION WITH MFT, WHICH HAS ITS OWN TRAINING ACADEMY.  
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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** EAST WEST TRADE, MEETING REPORTS, BUSINESS FIRMS  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Source:** CORE  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION EUR  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE 262635  
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**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009